



National Investors Title Insurance Company

INNOVATIVE BY INSTINCT

SHORT SALES AND TALL TALES

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SHORT SALES

GENERAL POINTS

- (1) Definition

- (2) Negotiation

SETTLEMENT AGENT'S PREPARATIONS FOR SALE

- (1) Preliminary settlement statement

- (2) Payoff letter

- (3) Junior lien holders

- (4) Pending foreclosure

- (5) Short sale agreement

LENDER INSTRUCTIONS

(1) Common provisions

(a) Seller's proceeds

(b) Commissions

(c) Document approval

(d) Unsecured promissory notes

(2) Gotcha! clauses

(a) Fraud

(b) Rent-back

(c) Subsequent transfers

PROBLEM AREAS

(1) Flip transactions

(2) Land trusts

(3) Bankruptcy

(4) Affidavits

(5) Payoffs to collection agencies

(6) Post transaction
